



COUNTY OF LOS ANGELES TREASURER AND TAX COLLECTOR



MARK J. SALADINO
TREASURER AND TAX COLLECTOR

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May 29, 2003

The Honorable Board of Supervisors
County of Los Angeles
383 Kenneth Hahn Hall of Administration
500 West Temple Street
Los Angeles, CA 90012

Dear Supervisors:

RECOMMENDATION TO APPROVE MASTER AGREEMENT FOR FINANCIAL ADVISORY SERVICES (3-VOTES)

IT IS RECOMMENDED THAT YOUR BOARD:

Approve a Master Agreement for financial advisory services and authorize the Treasurer and Tax Collector to execute agreements with the three selected firms to comprise the Treasurer and Tax Collector's Financial Advisor Pool.

PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION

In 1995, The Treasurer and Tax Collector (TTC) created the initial financial advisory pool program designed to assist staff by utilizing the services of three independent financial advisors to evaluate financial proposals and debt structures relating to the County's borrowing program.

During the course of a year, TTC receives numerous proposals recommending a variety of borrowing options. While many of these may improve the County's debt management program, they often involve significant risks, as well. The use of financial advisors from the financial advisor pool has served the County well in providing independent analysis, financial validation, and augmented technical expertise.

The current financial advisor pool is slated to expire on June 30, 2003.

Implementation of Strategic Plan Goals

Implementation of this financial advisor pool will assist the Department to meet the County's Strategic Plan Goals of Financial Responsibility by providing independent analysis, financial validation, augmented technical expertise and other types of projects that the financial advisor may be requested to complete.

FISCAL IMPACT/FINANCING

Services are used on an intermittent basis and will not exceed \$200,000 in any fiscal year.

An appropriation of \$200,000 for this program has been included in the Treasurer and Tax Collector's Proposed Budget for Fiscal Year 2003-04.

FACTS AND PROVISIONS/LEGAL REQUIREMENTS

The term of this financial advisor pool is for one year with four one-year optional extensions to be exercised at the discretion of the Treasurer and Tax Collector. The financial advisors will continue to be used on an as-needed, rotational basis as necessary. Therefore, the provisions for notification by Contractor when the Contract Term reaches six months of expiration and when expenditures reach 75% of the Contract Sum have been excluded from the recommended Master Agreement.

The agreement contains the required provisions pertaining to compliance with the County's Jury Service Program, Child Support Program, Consideration of GAIN/GROW Participants for Employment, Recycled Bond Paper, The Safely Surrendered Baby Law, termination for non-adherence of County Lobbyist Ordinance, and Determination of Contractor Responsibility and Contractor Debarment.

The Master Agreement for Services has been approved as to form by County Counsel. Once approved and authorized by your Board, the Treasurer and Tax Collector will execute individual Master Agreements with the three selected firms.

There is no impact to County employees as these services supplement current resources and are intermittent in nature.

CONTRACTING PROCESS

In accordance with County contracting procedures and requirements, a Request for Statement of Qualifications (RFSQ) was issued and mailed to fifty-four (54) firms listed on Attachment I. Additionally, the RFSQ was listed on the Countywide L.A. County On Line Web Site (formerly known as the County Office of Small Business Countywide Website). Seven Statement of Qualifications (SOQ) proposals were received, evaluated, and ranked. Public Resources Advisory Group, Montague De Rose & Associates, LLC, and Fieldman, Rolapp & Associates were ranked highest at the conclusion of the evaluation process. These proposals were complete, detailed, and highly responsive to the RFSQ.

The recommended agreement is not a Proposition A agreement because of the extraordinary professional and technical nature of the services being provided. Therefore, the Living Wage Program (County Code Chapter 2.201) does not apply to the recommended agreement.

Honorable Board of Supervisors
May 29, 2003
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Minority and women owner/employee statistics for the four responding firms are shown in Attachment II. Upon final analysis and consideration for award, Public Resources Advisory Group, Montague De Rose & Associates, LLC, and Fieldman, Rolapp & Associates were selected without regard to race, gender, color or creed.

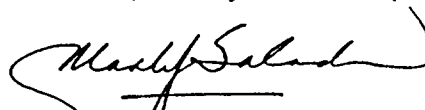
IMPACT ON CURRENT SERVICES (OR PROJECTS)

None

CONCLUSION

Instruct the Executive Officer-Clerk of the Board of Supervisors to return one (1) adopted stamped Board letter to TTC.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Mark J. Saladino", written over a horizontal line.

MARK J. SALADINO
Treasurer and Tax Collector

MJS:BD

Attachments

c: Executive Officer-Clerk of the Board of Supervisors
 Chief Administrative Officer
 County Counsel
 Auditor-Controller

ATTACHMENT I

A. Lopez & Associates, LLC
Aquacena Lopez
5622 Maxwellton Road
Oakland, CA 94618

A.G. Edwards & Sons, Inc.
Joanna Bowes
633 W. Fifth St., Ste 2200
Los Angeles, CA 90071

Altura, Nelson & Co., Inc.
Allan Altura
18 Crow Canyon Ct., Suite 350
San Ramon, CA 94583

Annette Yee & Co.
Annette Yee
27205 Meadows Road
Carmel, CA 93923

Arimax Financial Advisors, Inc.
Jerold Gold
21550 Oxnard St., Suite 860
Woodland Hills, CA 91367

Bartle Wells Associates
Douglas Dove
1889 Alcatraz Drive
Berkeley, CA 94703

Branin Finance
Jennifer Branin
Nine Carnelian
Irvine, CA 92614

C.M. De Crinis & Co., Inc.
Curt De Crinis
11846 Ventura Blvd., Suite 102
Studio City, CA 91604

California Financial Services
R. Mark Epstein
5213 El Mercado Pkwy., Ste D
Santa Rosa, CA 95403

Chilton & Associates, Inc.
James Chilton, Jr.
1236 Camdem Drive
Los Angeles, CA 90035

Clover Capital Corporation
Peter Kelly
1112 Ocean Drive, Suite 101
Manhattan Beach, CA 90266

Cooperman & Dudick
Josh Cooperman
111 Anza Blvd., Suite 107
Burlingame, CA 94010-1932

CSG Advisors, Inc.
Eugene Slater
One Post Street, Suite 2130
San Francisco, CA 94104

Dale Scott & Co., Inc.
Dale Scott
400 Montgomery St., Suite 805
San Francisco, CA 94104

David Taussig & Associates
Mitchell Mosesman
1301 Dove St., Suite 600
Newport Beach, CA 92660

Dowdell Financial Services
John Dowdell
1545 River Park Dr., Suite 200
Sacramento, CA 95815-4600

Estrada, Hinjosa & Co., Inc.
Ruben Mendoza
437 J Street, Suite 212
San Diego, CA 92101

Federated Investors
David Francis
1001 Liberty Ave.
Pittsburgh, PA 15222

Fieldman, Rolapp & Assoc.
Lawrence Rolapp
2100 Main St., Suite 210
Irvine, CA 92614

Fund Services Advisors, Inc.
Erik Dingwall
777 S. Figueroa St., Suite 3200
Los Angeles, CA 90017

Gardner, Underwood & Bacon, LLC
Lisa Smith
12121 Wilshire Blvd., Ste 207
Los Angeles, CA 90025

Government Financial Strategies, Inc.
Lori Raineri
1228 "N" Street, Ste 13
Sacramento, CA 95814-5609

Hamilton, Rabinovitz & Alschuler, Inc.
Paul Silvern
6033 W. Century Blvd., Ste 890
Los Angeles, CA 90045

Harrell & Co. Advisors, LLC
Suzanne Harrell
333 City Blvd., West, Ste 1430
Orange, CA 92868

Ibis Securities, LLC
Kenneth Martin
2950 Buskirk Ave., Ste 165
Walnut Creek, CA 94596

Katz Hollis
Brandt Webb
550 S. Hope St., Ste 2655
Los Angeles, CA 90071

Kaufman, Hall & Assoc., Inc.
Ellen Riley
21550 Oxnard, Ste 300
Woodland Hills, CA 91367

ATTACHMENT I

Kelling, Northcross & Nobriga
David Brodsky
1333 Broadway, Ste 1000
Oakland, CA 94612

Kinsell, Newcomb & De Dios, Inc.
Ray Bishop
462 Stevens Ave., Ste 165
Solana Beach, CA 92075

Kitahata & Co.
Gary Kitahata
137 Joost Ave.
San Francisco, CA 94131

Kostmont Financial Services, Inc.
Lauren Brock
601 S. Figueroa St., Ste 3550
Los Angeles, CA 90017

Lamont Financial Services, Corp.
Susan Weil
308 N. Sycamore Ave., Ste 304
Los Angeles, CA 90036

Masterson, Moreland, Sauer, Whisman
Drew Masterson
121 Main Street, Ste 2200
Houston, TX 77002

Metwest Financial Advisory Services
Lyle Defenbaugh
455 Capitol Mall, Ste 701
Sacramento, CA 95814

Montague, Derosé & Assoc.
Douglas Montague
5743 Corsa Ave., Ste 205
Westlake Village, CA 91362

Municipal Capital Management, Inc.
LuAnne Edwards
3078 E. Sierra Drive
Westlake Village, CA 91362

Munisoft
Kenneth Dieker
1325 Country Club Drive
Modesto, CA 95356

Northcross, Hill & Ach, LLC
Andy Ach
One Post St., Ste 2525
San Francisco, CA 94104

PK Advisors, Inc.
Penny Palmer
Five Mabry Way
San Rafael, CA 94903

Prager, McCarthy & Sealy, LLC
Saul Rosenbaum
One Maritime Plaza, Ste 1000
San Francisco, CA 94111

Public Asset Management, Inc.
Ray Meador
369 Third St., Ste 135
San Rafael, CA 94901

Public Financial Management
Keith Curry
660 Newport Center Dr., Ste 750
Newport Beach, CA 92660-6408

Public Investment Services, Inc.
Peter Simons
16133 Ventura Blvd., Ste 530
Encino, CA 91436-2403

Public Resources Advisory Group
John Gust
11845 W. Olympic Blvd., Ste 640
Los Angeles, CA 90064

Reiter, Lowry Consultants
Glenn Reiter
11417 W. Bernardo Ct., Ste A
San Diego, CA 92127-1639

Rod Gunn Associates, Inc.
Rodney Gunn
16371 Bothard St., Ste A
Huntington Beach, CA 92647-3652

Seidler-Fitzgerald Public Finance
Jim Gunter
515 S. Figueroa St., 11th Floor
Los Angeles, CA 90071-3396

Shattuck, Hammon Partnes, Inc.
Hui Thai
601 California St., Ste 2001
San Francisco, CA 94108

Sperry Capital, Inc.
Terry McGuire
475 Gate Fire Road, Ste 208
Sausalito, CA 94965

Structured Finance Corp. of America
John Bolan
17011 Beach Blvd., 9th Floor
Huntington Beach, CA 92647

Sutter Securities, Inc.
Frank Soriano
One Sansome St., Ste 3950
San Francisco, CA 94104

Tamalpais Advisors, Inc.
Jean Marie Buckley
3030 Bridgeway, Ste 340
Sausalito, CA 94965

U.S. Bancorp Piper Jaffray
Barbara Aspeline
345 California St., Ste 2200
San Francisco, CA 94104-2606

William Euphrat Municipal Finance, Inc.
William Euphrat
3100 Clay Street
San Francisco, CA 94115

FIRM/ORGANIZATION INFORMATION AS PROVIDED BY PROPOSERS FINANCIAL ADVISORS

This information was gathered for statistical purposes only. On final analysis and consideration of award, selection was made without regard to gender, race, creed or color.

FIRM INFORMATION		Public Resources Advisory Group		Montague De Rose and Associates		Fieldman, Rolapp & Associates, Inc.		Municipal Capital Management, Inc.	
Cultural/Ethnic Composition		#	% of Ownership	#	% of Ownership	#	% of Ownership	#	% of Ownership
OWNERS/PARTNERS	Black/African American	0	0%	0	0%	0	0%	0	0%
	Hispanic/Latin American	0	0%	0	0%	0	0%	0	0%
	Asian American	1	4%	0	0%	0	0%	0	0%
	American Indian/Alaskan	0	0%	0	0%	0	0%	0	0%
	All others	8	96%	2	100%	4	100%	2	100%
	Women (included above)	2	6.75%	1	50%	0	0%	2	100%
		Number		Number		Number		Number	
MANAGERS	Black/African American	3		0		0		0	
	Hispanic/Latin American	1		0		0		0	
	Asian American	2		0		0		0	
	American Indian/Alaskan	0		0		0		0	
	All others	10		1		3		0	
	Women (included above)	2		0		1		0	
STAFF	Black/African American	6		0		1		0	
	Hispanic/Latin American	1		0		2		0	
	Asian American	0		1		2		0	
	American Indian/Alaskan	0		0		0		0	
	All others	2		3		3		3	
	Women (included above)	9		2		5		2	
TOTAL # OF EMPLOYEES		41		7		15		3	
BUSINESS STRUCTURE		Corporation		LLC		Corporation		Corporation	
Certified as Minority, Women, Disadvantaged or Disabled Veteran Business Enterprise?		No		No		No		No	

FIRM/ORGANIZATION INFORMATION AS PROVIDED BY PROPOSERS FINANCIAL ADVISORS

This information was gathered for statistical purposes only. On final analysis and consideration of award, selection was made without regard to gender, race, creed or color.

FIRM INFORMATION		Arimax Financial Advisors Inc.		Gardner. Underwood. & Bacon, LLC		CM De Crinis & Co., Inc.			
Cultural/Ethnic Composition		#	% of Ownership	#	% of Ownership	#	% of Ownership	#	% of Ownership
OWNERS/PARTNERS	Black/African American	0	0%	2	51%	0	0%		
	Hispanic/Latin American	0	0%	0	0%	0	0%		
	Asian American	0	0%	0	0%	0	0%		
	American Indian/Alaskan	0	0%	0	0%	0	0%		
	All others	2	100%	2	49%	2	100%		
	Women (included above)	0	0%	1	25.5%	0	0%		
		Number		Number		Number		Number	
MANAGERS	Black/African American	0		0		0			
	Hispanic/Latin American	0		0		0			
	Asian American	0		0		0			
	American Indian/Alaskan	0		0		0			
	All others	4		0		0			
	Women (included above)	3		0		0			
STAFF	Black/African American	0		0		0			
	Hispanic/Latin American	1		0		0			
	Asian American	0		1		0			
	American Indian/Alaskan	0		0		0			
	All others	2		1		2			
	Women (included above)	2		0		0			
TOTAL # OF EMPLOYEES		8		6		4			
BUSINESS STRUCTURE		Corporation		LLC		Corporation			
Certified as Minority, Women, Disadvantaged or Disabled Veteran Business Enterprise?		No		Yes		No			